



**J. Vann Cunningham**  
AVP  
Economic Development

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The Honorable Carol Lehman  
Mayor of Gardner  
214 West Warren Street  
Gardner, KS 66030

Dear Mayor Lehman:

In the spirit of open communication that has been established regarding a potential BNSF Logistics Park near Gardner, I wanted to inform you of an important development in BNSF's evaluation of this site.

BNSF has now completed preliminary due diligence, traffic, environmental and economic studies of the proposed site located in an unincorporated area of Johnson County near Gardner. The findings from these studies are favorable for proceeding with development of a Logistics Park at this location.

These studies essentially validate both the business case for the facility and the Kansas City region's need for this kind of development. A Logistics Park would capitalize on the area's existing economic strength as a transportation center and would strongly enhance the region's role in international trade, particularly with Asia.

Therefore, it is BNSF's intent to pursue development of the Gardner site pending confirmation of access and utility plans and a successful developer bid. BNSF expects to be in position to select a third-party development partner in July and is now focusing on the infrastructure improvements needed to support the development.

A Logistics Park is a new development concept pioneered by BNSF in which distribution centers and warehouses are developed around a modern intermodal facility. As BNSF's Chairman, President and CEO Matthew K. Rose has said, a Logistics Park is a more intelligent development concept that has proven to be a powerful engine of economic growth. The first two such facilities in the country developed by BNSF in partnership with third-party developers near Fort Worth, Texas, and Elwood, Illinois, have each generated thousands of new jobs and attracted several billion dollars in private investment to the local economies.

BNSF is aware of how important smart growth has become to the greater Kansas City region, to Johnson County and to Gardner. That is why we believe a Logistics Park is such a good fit for this area and for this particular site.

We look forward to working productively with each of your organizations as this facility moves forward to enable a future BNSF Logistics Park in Kansas to be held up as a national model in the same way as Logistics Park - Alliance and Logistics Park - Chicago.

Sincerely yours,

A handwritten signature in black ink, appearing to read "J. Vann Cunningham". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.